

Message Text

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14

ACTION EA-09

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TO USDOC WASHDC
INFO AMEMBASSY TOKYO
SECSTATE WASHDC 599

UNCLAS FUKUOKA 141

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: WTDR/FTI - YAMADA INDUSTRIAL CO., LTD.
(YAMADA KOSAN KABUSHIKI KAISHA)

REF: USDOC WASHDC 12808

1. JAPAN 2. COUNTRY CODE: 588 3. SER NO: 0608800
4. YAMADA INDUSTRIAL CO., LTD. (YAMADA KOSAN KABUSHIKI KAISHA)
4A. CODE: K 4B. CODE: C
5. 15-15 1-CHOME, SANNO, HAKATA-KU
6. FUKUOKA CITY, JAPAN 812
7. ESTABL: 1907 8. EMPL: 300 9. SIZE: (20-X) MEDIUM
10. REPUTATION: (22-X) EXCELLENT
11. SELLS ITS PRODUCTS IN JAPAN, U.S.A. AND SOUTHEAST ASIA
12. RPT. DATE: 08/76
13A. 35892/024 MFR. AGE. & EXP. OF HIGH PRESSURE SCOURING
MACHINES FOR SHIPS, TANKS, PIPES, MACHINES, ETC.
13B. 35612/03 MFR. & DIS. OF HYDRAULIC PUMPS
13C. 35482/03 MFR. & DIS. OF POWER DRIVEN HAND TOOLS
13D. 35990/03 MFR. & DIS. OF HIGH PRESSURE RAMS FOR HYDRAULIC
EQUIPMENT
13E. 32932/24 AGE. & EXP. OF OIL SEALS AND PACKINGS
13F. 99231/245 AGE. EXP. & IMP. OF WATER POLLUTION CONTROL
EQUIPMENT
13G. 99231/245 AGE. EXP. & IMP. OF AIR POLLUTION CONTROL
EQUIPMENT
14. CONTACT: MR. KATSUMASA ABE TITLE: SALES MANAGER
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15. CABLE: YAMATO FUKUOKA 16. TELEX: 725-822J

17. PHONE: 092/472/7311

18. FINANCIAL REFS: SANWA BANK, FUKUOKA BR., 10-24 TENJIN 1-CHOME, CHUO-KU, FUKUOKA 810, JAPAN

19. TRADE REFS: N/A

20. FOREIGN FIRMS REPRESENTED: N/A

21. THE FIRM WAS FOUNDED IN 1907 AND, AFTER WORLD WAR II, INCORPORATED AS YAMADA SHOJI CO., LTD. WITH A CAPITALIZATION OF 10 MILLION YEN. SINCE THEN THE COMPANY HAS INCREASED ITS CAPITALIZATION TO 200 MILLION YEN AND OPENED 20 OFFICES THROUGHOUT JAPAN. ITS MAIN PLANT IS IN FUKUOKA. THE NAME OF THE FIRM WAS CHANGED TO YAMADA INDUSTRIAL CO., LTD. IN 1969. TWO SUBSIDIARIES, HAKATA ASAHI SHOJI CO., LTD. AND NISHINIPPON OILSEAL SALES CO., LTD. WERE ESTABLISHED IN 1966 AND 1969, RESPECTIVELY. TOTAL SALES DURING THE ONE-YEAR PERIOD ENDING OCTOBER 31, 1975 AMOUNTED TO 7 BILLION YEN WITH A NET PROFIT OF 160 MILLION YEN. RECENTLY THE COMPANY HAS STARTED SELLING INDUSTRIAL MACHINERY THAT COMPLEMENTS ITS OWN PRODUCTS WHICH IT MANUFACTURES AND SELLS UNDER THE BRAND NAME "ROCKY". THE COMPANY'S MAIN LINE IS HYDROJET CLEANERS INCORPORATING ITS HIGH PRESSURE PUMPS, WHICH ARE USED FOR CLEANING SHIPS. IT HAS 95 PERCENT OF THE DOMESTIC MARKET FOR THIS PRODUCT. THE COMPANY'S HIGH PRESSURE EQUIPMENT IS SOLD TO IRON AND STEEL COMPANIES, SHIPYARDS, AND PAER MANUFACTURES. THE FIRM IS HIGHLY RECOMMENDED AS A TRADE CONTACT FOR INTERESTED AMERICAN FIRMS.

22. PREPARED BY: Y. YAMAMOTO APPROVED BY: K.L. NORTON
AT AMCONSUL FUKUOKA, JAPAN
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